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Methods and Systems for Business-to-Business Sourcing Services

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**Presently Amended**

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What is claimed is:

1. (Currently Amended) The method of providing an efficient worldwide sourcing services comprising:
  - a. Storing a comprehensive database for ~~manufacturing~~ companies worldwide including their ~~sales volumes, process capability and markets serviced~~ specific capabilities and capacities, comprehensive business description and industry ratings as well as actual past performance rated by numerous third party organizations (buyers & suppliers) and specifically adjusted/weighted by the user's (buyer or supplier) priorities in real time;
  - b. ~~Receiving a request for quote (RFQ) which includes the buyer's requirements for the seller, contract specifications and drawings and specifications of the component to be manufactured; see "c."~~
  - c. Automatically selecting from said database those ~~sellers having the specific capability to manufacture said component~~ suppliers that meet the requirements of the buyer as to capability, capacity, business description and past performance rating (Q-Rating) to provide the custom service or product, conversely the buyer is similarly qualified by each supplier;

- d. Automatically transmitting ~~said list of potential sellers to said buyer of said component for buyer's selection and deselecting said sellers between buyer and said database the selected list of qualified suppliers based on their Unique Community Identifier (UCI), deselecting suppliers at will, reviewing the details of each supplier's qualification (currently 23 categories and over 4,000 data points for manufacturers) and linking to the supplier's web site;~~
- e. Automatically sending to selected suppliers a request for quote (RFQ) or request for information (RFI) which includes product or service specifications, drawings, pictures, non-disclosure agreements and delivery requirements;
- f. ~~Enabling the selected sellers to review online all open RFQ's and enter bids~~  
Automatically responding by suppliers to enter bids to buyer's RFQ/RFI and the ability to download RFQ/RFI details, specifications, drawings and review buyer's comprehensive business description and past performance ratings (Q-Rating) as to responsiveness and payment history;
- g. Storing historical transactions between buyers and suppliers ~~sellers~~  
including RFQ's and RFI's from buyers and bids from ~~sellers~~ suppliers,  
comprehensive company descriptions and performance ratings to be used for data mining as well as targeted advertising and marketing initiatives for consulting, training, products and other services.

2. (Currently Amended) The method of claim 1, including receiving from buyers their ratings (Q-Rating) about sellers and receiving from sellers their ratings (Q-Rating) about buyers ~~of buyers~~ to include a metric algorithm measuring quality, delivery, responsiveness and price for suppliers; and payment and responsiveness for buyers, all based on past history from third parties and specifically weighted/adjusted by the user's priorities in real time to establish "Best Value" as opposed to simply best price;
3. (Withdrawn) The method of claim 2, wherein buyers are rated by sellers as to Quick Pay, Slow Pay, Pay Per Terms and Quality of Experience.
4. (Withdrawn) The method of claim 2, wherein sellers are rated by buyers as to Quality, Delivery/Landed Price, Price and Quality of Experience.
5. (Currently Amended) The method claim 1, including online locating of buyers ~~of similar components.~~ using the Unique Community Identifier (UCI) which includes specific capabilities and capacities, comprehensive business description, weighted Q-Rating and requirements of potential suppliers (currently 23 categories and over 4,000 data points for manufacturers, beyond "keyword search" and more like "DNA," this enables selecting buyers across various industry boundaries);
6. (Currently Amended) The method of claim 1, including online location of suppliers ~~sellers of similar components~~ using the Unique Community Identifier (UCI) which includes specific capabilities and capacities, comprehensive business description, weighted Q-Rating and requirements of potential buyers (currently 23 categories and over 4,000 data points for manufacturers, beyond "keyword

search” and more like DNA, this enables selecting suppliers across various industry boundaries);

7. (Currently Amended) The method of claim 1, comprising transmitting to unsuccessful bidders information about the buyer’s decision including quality, delivery, price and geography responsiveness as well as recommendations for improvement and future competitiveness;
8. (Currently Amended) The method of claim 1, wherein said buyer’s request for quote (RFQ) or request for information (RFI) includes photographs, of the component to be manufactured drawings, specifications, comprehensive contact/communications information, non-disclosure forms and confirmations, various formats for bidding (open, closed, sealed), and real time tracking of activity and quote process of suppliers (downloads of drawings and specifications, quotes received, no bids received, quote summary based on best value, price, delivery and/or other factors including partial quotes);
9. (Withdrawn) The method of providing an efficient worldwide sourcing services comprising:
  - a. Storing a comprehensive database for manufacturing companies worldwide including their sales volumes, process capability and markets serviced;
  - b. Receiving a request for quote (RFQ) which includes the buyer’s requirements for the seller, contract specifications and drawings and specifications of the component to be manufactured;

- c. Automatically selecting from said database those sellers having the specific capability to manufacture said component;
- d. Automatically transmitting said list of potential sellers to said buyer of said component for buyer's selection and deselecting said sellers;
- e. Enabling the selected sellers to review online all open RFQ's and enter bids; and
- f. Transmitting to unsuccessful bidder's information influencing the buyer's decision including quality, delivery, price and geography.

10. (Withdrawn) The method of providing an efficient worldwide sourcing services comprising:


- a. Storing a comprehensive database for manufacturing companies worldwide;
- b. Receiving requests for quote which include the Buyer's requirement criteria for the seller;
- c. Automatically selecting from said database those sellers matching the buyer's requirement criteria;
- d. Sending said list of potential sellers to said buyers of said component for buyer's selection and deselecting said sellers; and
- e. Enabling the selected sellers to review online all open RFQ's.

11. (Withdrawn) A system for automated sourcing comprising:

- a. Database storing detailed information about a plurality of manufacturing sellers;
- b. Server computer connected to the World Wide Web storing a buyer's RFQ including a description of the component to be manufactured, said server limiting online access to said description to only automatically selected sellers; and
- c. Computer coupled to said database and said server computer comparing the seller's capabilities with a buyer's RFQ criteria.

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Respectfully submitted,



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